STRICOM Omnibus Contract

STRICOM **O**mnibus
Contract
(STOC)
IPT
14 August 2002

IPT Agenda

- Opening Remarks (Mr. Tim Tweed)
- NDIA Introduction (Mr. Stan Aronberg)
- Review of Top 20 Industry Concerns (Mr. Harlan Gottlieb)
- Contractor's Perspective on Progress (Mr. Jim Cooksey)
- Government's Perspective on Progress (Ms. Melissa Santarsiero)
- Individual Presentations/Discussions
    - Open discussion on Acquisition Process (Ms. Leah Treppel)
    - STOC User's Guide (Ms. Melissa Santarsiero)
    - Director's Perspective (Mr. Tim Tweed)
    - STOC Metrics (MAJ Sherman)
- Critical Issues Identified during the Morning Discussions
- Critical Issues Posted and Teams are Identified to Work Critical Issues
- Lunch
- Breakout Work Sessions to Resolve Critical Issues
- Conclusion

Ground Rules

- Engage in open dialogue during morning individual presentations
- Identify critical issues that cause discussion
- Work critical issues during the afternoon breakout sessions
- Out-brief on proposed resolutions for critical issues
- Cell Phones on Vibrate

NDIA

NDIA

Stan Aronberg

Industry Perspective

REVIEW
OF
TOP 20 CONCERNS

Harlan Gottlieb - STRICOM

Recap of Industry Concerns

Review of TIP Items

Top 20 Concerns:

- Insufficient communication between Government and Industry in regards to advanced notification of upcoming requirements, use of STOC website, and opportunity postings
- Appearance of conducting competitive procurements while the surrounding facts imply sole source
- Disproportionate opportunities across each domain/ disproportionate distribution of awards among contractors
- The “you kill it, you eat it” issue- no guarantee of work brought in
- Consistency/ commonality of the competitive process
- Proposal preparation and response times/ Proposal evaluation criteria
- Future of the STOC knowledge portal & timeliness of posting data
- The structure of the contractual process is too complex- seems to favor those with deep pockets
- “Winner take all” approach to awards fails to leverage niche technologies and core competencies
- Need for all PMs to conduct Industry Days conferences

Recap of Industry Concerns

Review of TIP Items (cont.)

Top 20 Concerns:

- Clearer understanding of set-aside programs/procedures
- Need for current and complete procurement plans in the test-instrumentation area
- Sole source award cycle- Length of time to award
- STOC awards heavily favor contractors in the Orlando area
- Conflict of interest between STOC and other contracting vehicles at STRICOM
- Lack of Advanced Distributed Learning opportunities for large businesses
- Conflict of interest between STOC and internal contractors supporting STRICOM
- Contract type determination (based on nature of requirement)
- Clearer understanding of the Alpha Contracting process
- The effects of the September 11th events on STOC

Five Areas of Concern

- Communication of STRICOM Procurement Requirements
- Fair Opportunity to Compete
- “Kill It & Eat It”
- Consistency & Cost of STOC Source Selections
- STRICOM Business Plan Forecast

Industry Perspective

INDUSTRY PERSPECTIVE

Jim Cooksey - TRW

Industry Perspective

STOC PARTNERING IPT
PROGRESS AND FUTURE GOALS

First Meeting 23-24 JAN 2002 – 14 Areas of Concern:

- Communications/Notification of Requirements
- Inequality of Opportunities/Awards
- Consistent Processes
- STOC Knowledge Portal
- Information Flow
- Alpha & Delta Contracting
- STRICOM Business Plan
- True Competition
- Kill and Eat
- Proposal Preparation & Evaluation
- Complex and Costly Processes
- Industry Days (Frequency & Content)
- Down Select Process
- Domain Selection Procedures

Industry Perspective

Seven Follow-on STOC IPT Meetings (FEB-JUL):

Areas of concern were consolidated from 14 to 9

- Communications/Notification of Requirements - **A**
- Inequality of Opportunities/ Awards - **C**
- Consistent Processes - **A**
- STOC Knowledge Portal - **A+**
- Information Flow - **A**
- Alpha & Delta Contracting - **B**
- Domain Selection Procedures - **A**
- True Competition - **C-**
- Kill and Eat - **B+**
- Proposal Preparation & Evaluation - **B**
- Complex and Costly Processes - **B**
- Industry Days (Frequency & Content) - **B**
- Down Select Process - **B+**
- STRICOM Business Plan - **D**

Industry Perspective

What Do We Have To Show for the Effort?

- Acquisition Directors Perspective (Extremely valuable)
- Draft STOC User's Guide
- Much Improved STRICOM BOM
- Better Processes in place that continually improve
- Better understanding of the rules – Alpha/Delta, down select, kill & eat, etc.

Industry Perspective

Where Do We Go From Here?

- Concentrate on Enhancing the Competitive Environment

- Develop a STRICOM Business Plan Based on Where we are Today

Government Perspective

GOVERNMENT PERSPECTIVE

Melissa Santarsiero - STRICOM

Government Perspective

Where we were in January 2002

- Inconsistent processes among acquisition teams
- Awards
  - 18 contractors with at least one award
  - 15 contractors without an award
- Lack of automated process for RFP release and receipt of proposals
- Lack of understanding with Alpha/Delta contracting
- Voluminous Past Performance Evaluation Criteria

Government Perspective

Where we are in August 2002

- Revised STOC User's Guide
  - Addresses consistency/commonality of source selection process
- Published Director's Perspective
- Awards
  - 22 contractors have at least one award
  - 11 contractors without an award
- Consistent use of STRIBOM
  - Including announcement of sole source efforts
- Increased communication with Industry
- Implemented Acquisition Strategy Review meetings
  - Review of source selection process - FAR Part 16.505

Government Perspective

Where we are going in FY 03

- Sharing of information and lessons learned across teams
- Fostering consistency/commonality of source selection process
  - Generating templates, including letter RFP and SOW
- Committing to sustain the competitive base
- Enhancing the STRIBOM
  - Archiving capability
  - Assigning of own passwords
  - Automatic notification of new postings
- Continuing improvement of communication with Industry
  - Industry Days
  - Feedback sessions
- Committing to Small Business Subcontracting Goals

Presentation/Discussion

ACQUISITION PROCESS

Leah Treppel - STRICOM

Presentation/Discussion

Open Forum for Q&A

Presentation/Discussion

STOC USER'S GUIDE

Melissa Santarsiero - STRICOM

Presentation/Discussion

Purpose of The Guide

- Provide information to members of the "Acquisition Team" on our acquisition processes

- Establish an Acquisition Strategy that benefits our organization, while promoting cohesiveness with our industry partners

- Does not waive any provision of law or regulation

Presentation/Discussion

Communication & Information Flow With Industry

- Communication Interchange is encouraged and facilitated early in the Acquisition Strategy Development

- Some ways to involve Industry in the early stages are:
  - Industry Conferences
  - STOC Web Page
  - STRIBOM
  - Command Forecast Information Module

Presentation/Discussion

Commitment to Small Business

- Each requirement is coordinated with the Small and Disadvantaged Business Utilization (SADBU) Specialist

- Each RFP will contain requirement for “Small Business Participation Reporting”
  - Method of collecting subcontract award data from large and small STOC prime contractors on each DO/TO awarded
  - Reported semi-annually

Presentation/Discussion

Competition Decision

All offerors are afforded a fair opportunity to compete unless one of the four exceptions applies:

- Urgent requirement
- Only one capable source possesses a unique capability
- Logical follow-on
- Satisfy guaranteed minimum

Presentation/Discussion

Evaluation Criteria

- Does not identify “standard” criteria
  - Cost/price is always considered
- Concerted effort of the Project IPT
- Some considerations in determining criteria are:
  - Objectives of the program
  - Impact of past performance
  - Quality of deliverables
  - Appropriateness of cost controls
  - Price/Cost

Presentation/Discussion

Alpha or Delta Contracting Process

- Alpha Contracting uses a team approach to concurrently develop the scope of work, develop and negotiate a contract price, and prepare the order.

- Delta Contracting is a competitive process with Industry as a major participant.
  - primary objective is to obtain the best value for the Government keeping in mind the requirements.

Presentation/Discussion

Status of the User's Guide

- Recently released rewrite on 1 Aug 02
- Contracting Officers reviewed draft and provided input
- Living document
- Encourage comments/suggestions

Presentation/Discussion

DIRECTOR'S PERSPECTIVE

Tim Tweed - STRICOM

Director's Perspective

Disclaimer

- Not Policy
- Not Mandatory
- Starting Point for Conversations

Director’s Perspective

FAR License to Advise

FAR 1.102(d) - The role of each member of the Acquisition Team is to exercise personal initiative and sound business judgment in providing the best value product or service to meet the customer's needs. In exercising initiative, Government members of the Acquisition Team may assume if a specific strategy, practice, policy or procedure is in the best interests of the Government and is not addressed in the FAR, nor prohibited by law (statute or case law), Executive order or other regulation, that the strategy, practice, policy or procedure is a permissible exercise of authority.

Director's Perspective

Plain English License to Advise

If it makes good business sense and the FAR doesn't say you can't, then try it.

Director's Perspective

Crosswalk to Industry Concerns

- Consistent Processes
- Alpha & Delta Contracting
- Competition
- Contractors Bringing Work to STRICOM
- Proposal Preparation & Evaluation
- Complex and Costly Processes
- Down Select Process
- Domain Selection Procedures

Director's Perspective

Flow-Down to Acquisition Teams (A-Dir)

- Change Management
- Fostering a Supportive Learning Environment
- Biweekly Team Leader Meetings
- Acquisition Strategy Reviews
- Director's Perspective

Director's Perspective

Improving Communications with Industry

- Open Door Policy
- Exchanges with Industry
- Monthly Lunches by Domain/Lot
- Understanding Industry

Presentation/Discussion

STOC METRICS

MAJ Cynthia Sherman - STRICOM

Presentation/Discussion

CRITICAL ISSUES
IDENTIFIED